

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Weiler Corporation

Northeastern Pennsylvania Industrial Resource Center

#### Weiler Case Study Included in Shingo Research Award Winning Book

##### Client Profile:

Weiler Corporation is a recognized world leader in the design and manufacture of surface conditioning accessories which include, power brushes, ranging in weight from less than an ounce to 100 pounds; abrasive products, filament and coated; and maintenance products, brooms, scrubs, sweeps. Weiler serves the industrial, retail and catalog markets and has its own direct national sales force. The company headquarters is located in Cresco, Pennsylvania. Weiler has operations in Pennsylvania and Massachusetts and has been a family-owned business for over three generations currently employing over 400 people.

##### Situation:

Weiler is a forward thinking firm focusing on new technologies and growth. The company needed assistance in its efforts to identify and implement process improvement solutions by training all workers with more than one year of service. Weiler turned to the Northeastern Pennsylvania Industrial Resource Center, Inc. (NEPIRC), a NIST MEP network affiliate, for help with its gain sharing process improvement program.

##### Solution:

NEPIRC trained over 250 Weiler co-workers in the Job Methods Improvement program (JMI) as well as 24 advisors and trainers in the Job Instruction Training (JIT) program. Over 88 percent of the proposals developed have been completed or in the process of being completed. Communication of the success of the activities was shared in plant wide meetings as well as departmental meetings. In addition, a traveling easel was created and placed throughout the plant and offices to communicate and highlight successful changes. Additional cycle time reductions were gained by reducing changeover time and improving material flow. Warehouse facilities were reviewed and new methods were implemented. Personnel from the various business units gained greater understanding by participating in cross functional teams during all activities. The Weiler story was included in the 2007 Shingo Research Award winner, "The TWI Workbook."

##### Results:

- \* Realized \$245,000 in cost savings.
- \* Reduced cycle time.
- \* Improved efficiency of fabrication and assembly processes.

##### Testimonial:

"We have found that NEPIRC's JMI gives people the tools to identify opportunities for improvement; it also gives them a tool to solve the problem and vehicle to present the solution. As for JIT, it is the best system I have ever seen for process training development!"

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Jim Teeple, VP, Global Operations